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U.S. Performing Arts Organizations Increase by 11%: 1982-1987

Geography of Performing Arts Organizations

According to the most recent estimates from the Census of Service Industries in 1987, the U.S. Bureau of the Census counted 9,271 performing arts organizations (excluding motion pictures) of which 2,038 were nonprofit (tax-exempt) and 7,233 were taxable (for profit).¹ This is an increase of 11% from 1982 when 8,322 performing arts organizations were counted. There was great variation among the states in the balance of taxable and nonprofit organizations. Nevada had the greatest percentage of taxable organizations (94% of the 119 total performing organizations in the state); North Dakota had the greatest percentage of nonprofit organizations (78% of the 9 total organizations). Only six states had more nonprofit than taxable organizations:

TABLE 1: Number of Performing Arts Organizations and Percent Taxable/Nonprofit (1987)

Arts in Education

Challenge &
Advancement

Dance

Design Arts

Expansion Arts

Folk Arts

International

Literature

Locals

Media Arts

Museum

Music

Opera-Musical
Theater

Presenting &
Commissioning

State & Regional

Theater

Visual Arts

	# Taxable	% Taxable	# Nonprofit	% Nonprofit
States with Over 50% Nonprofit Organizations				
North Dakota	2	22%	7	78%
West Virginia	3	25%	9	75%
Idaho	3	30%	7	70%
Alaska	7	33%	14	67%
Mississippi	7	44%	9	56%
South Carolina	18	45%	22	55%
States with Over 80% Taxable Organizations				
Nevada	112	94%	7	6%
California	2439	91%	253	9%
Tennessee	231	89%	29	11%
New York	1473	85%	265	15%
Hawaii	53	84%	10	16%
New Jersey	233	83%	47	17%

¹ There are several explanations for why the number of organizations counted in this census may be less than the actual number, particularly noticeable with the numbers per state. See the discussion in the **Caveats...** section at the end of this note.

The pattern to the proportions of taxable and nonprofit organizations found in the states seems based on neither geography nor population. Rather, the historical activity in the commercial arts seems to explain the differences. California and New York, with their entertainment and Broadway industries, show high percentages of taxable organizations. Although broadcasting and movie producers are not included in these performing arts categories, many performing organizations and theater services constitute a substantial part of the broader entertainment industry. New Jersey's high percentage is probably due to its location within metropolitan New York City. Hawaii's high percentage seems to arise from the tourism industry; in Nevada, cabaret and other performing entertainment grew up alongside the gambling industry; and Nashville's country and western music industry accounts for Tennessee's high percentage of taxable organizations.

Two states, California and New York dominate the numbers of organizations and the receipts/revenues of the performing arts industry. These two states had by far the largest number of taxable organizations (2,439 and 1,437). Together they accounted for 54% of the total 7,233 taxable performing arts organizations (see Table A at the end of this note). The next largest numbers of taxable organizations were in the two hundreds (Florida: 232, Illinois: 258, New Jersey: 233, Tennessee: 231, and Texas: 227). California and New York also had the highest number of tax-exempt organizations (253 and 265) accounting for 25% of the 2,038 nonprofit organizations. The next largest numbers of tax-exempt organizations were in the 80's and 90's (Illinois: 81, Pennsylvania: 92, and Texas: 94). California and New York had even greater percentages of the receipts and revenues of performing arts organizations.

TABLE 2: California and New York Receipts/Revenues as a Percentage of Total U.S. Receipts/Revenues (1987)

	\$ Receipts (Taxable) (\$1,000)	% Receipts	\$ Revenues (Nonprofit) (\$1,000)	% Revenues
California	\$1,927,323	39.3%	\$ 239,909	13.5%
New York	1,422,113	29.0%	401,060	22.5%
CA + NY	----- \$3,349,436	----- 68.3%	----- \$ 640,969	----- 36.0%
Total U.S.	\$4,904,224	100.0%	\$1,780,521	100.0%

These two states account for 68% of all receipts of taxable organizations. This percentage did not change from the 1982 census. The percentage of all revenues of nonprofit organizations accounted for by California and New York was 36% in 1987. (The revenue from California's nonprofit organizations was not disclosed in 1982, so a comparison cannot be made.) However, since there was growth in both of these two states in the number of nonprofit organizations and at the same time their percentages

of nonprofit organizations to all nonprofit organizations nationwide went down, then the conclusion is that the growth in nonprofit organizations was more diffuse throughout the country between 1982 and 1987, i.e., not concentrated in the two entertainment centers of California and New York.

Table A gives the number of taxable and nonprofit organizations and their receipts and revenues per state. The two columns on the right give the percentage of nonprofit organizations to all organizations per state and the percentage of revenues of nonprofit organizations to all receipts and revenues per state. Between 1982 and 1987, the percentage of nonprofit organizations to all organizations rose in 40 states; stayed the same in 2 states; and fell in 9 states. The percentage of nonprofit revenues to all receipts and revenues rose in 25 states; stayed the same in 2 states; and fell in 6 states. (Because of disclosure problems, 18 states did not have comparative data for revenues.) For the U.S. overall, nonprofit organizations rose from 19% of the total number in 1982 to 22% of the total in 1987; nonprofit revenues increased from 25% to 27% of the total receipts and revenues. This is one indication that the nonprofit performing arts industry continued to grow and flourish during the mid 1980's. Since the National Endowment for the Arts funds nonprofit organizations, the broad growth (40 states) in this sector reflects positively on agencies such as the Arts Endowment, who seek to promote broad geographic growth of the arts.

Regional and State Breakout of Broad Performing Arts Categories. When the organizations are broken into the broader categories of producers of live theater, dance groups and artists, classical music groups (symphony, opera, chamber music) and other music groups, the dominance of New York and California is still notable. Table B (at the end of this note) summarizes these disciplines into the four Census regions, and Table C (two pages) gives the detailed breakout by state. Figures A through D (below) show the average total receipts (for taxable organizations) and average total revenues (for nonprofit organizations) in each of these broader categories. The figures are all based on the same scale for visual comparison between them.

In the category of Producers of Live Theatrical Productions, there were 824 taxable organizations and 916 nonprofit organizations in 1987. This was a change from 1982 when there were more taxable operations (873) than tax-exempt (715). The average receipts of a taxable theater in 1987 were \$982,066, and the average revenues of a nonprofit theater were \$603,466. The Northeast region had 46% of the taxable organizations and 62% of the total receipts, producing the highest average receipts for any region. This region also had the greatest number of nonprofit theater organizations (28%) and the greatest revenues (35%), but the distribution across regions was more even for nonprofit organization average revenues than for taxable organization receipts. Figure A reflects this, with the one much higher bar for average receipts for taxable theater in the Northeast

region. This picture looks similar to the 1982 averages except in the West. In the West, average revenues of nonprofit theater organizations slightly surpassed the average receipts of taxable theaters in 1987; they had been less than average receipts in 1982. Theater differs from dance and classical music organizations in that the figure for average receipts of taxable organizations is greater than the average revenues for nonprofit organizations (except in the West).

Average Total Receipts/Revenues for Theater Producers by Region (1987)

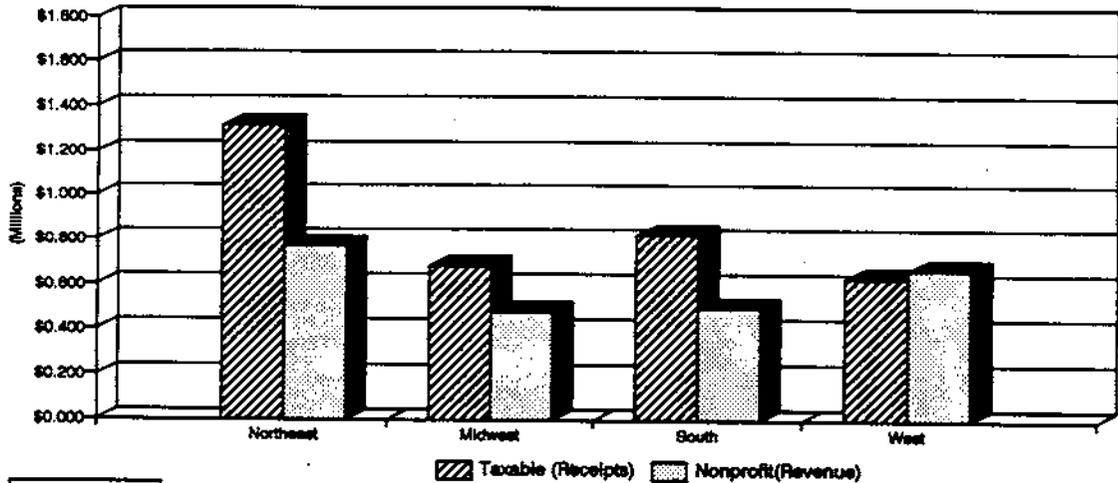


Figure A

When this category is broken out by state, New York state's numbers explain the distribution. Below are two tables (1987 and 1982) of the approximately five states with the most theaters (taxable and nonprofit). Taxable theater organizations are concentrated in New York, with California a clear second. New York and California are also the leading states in the nonprofit group, and are much closer to each other in both numbers of organizations and revenues.

TABLE 3: States with Most Theaters (1987)

	Taxable Theater Organizations		Receipts of Taxable Theater Organizations	
	#	%	\$(1,000)	%
New York	267	32%	\$451,887	56%
California	147	18%	94,131	12%
Pennsylvania	38	5%	12,521	2%
Florida	31	4%	28,776	4%
Texas	27	3%	19,455	2%
All other states	314	38%	\$202,452	25%

TABLE 3 (continued): States with Most Theaters (1987)

	Nonprofit Theater Organizations		Revenues of Nonprofit Theater Organizations	
	#	%	\$(1,000)	%
New York	124	14%	\$117,914	21%
California	117	13%	91,216	17%
Texas	47	5%	28,443	5%
Illinois	40	4%	13,040	2%
Pennsylvania	39	4%	18,495	3%
Florida	39	4%	\$ 15,042	3%
All other states	510	56%	\$268,625	49%

States with Most Theaters (1982)

	Taxable Theater Organizations		Receipts of Taxable Theater Organizations	
	#	%	\$(1,000)	%
New York	279	32%	\$374,993	50%
California	186	21%	\$102,078	14%
Illinois	36	4%	\$ 26,751	4%
Florida	30	3%	\$ 21,736	3%
Pennsylvania	29	3%	\$ 12,084	2%
All other states	313	36%	\$212,845	28%

	Nonprofit Theater Organizations		Revenues of Nonprofit Theater Organizations	
	#	%	\$(1,000)	%
New York	100	14%	\$130,869	35%
California	91	13%	\$ 40,582	11%
Texas	35	5%	\$ 20,295	5%
Pennsylvania	32	5%	\$ 8,654	2%
Florida	29	4%	(D)	(D)
All other states	428	60%	(D)	(D)

(D) means that data are withheld to avoid disclosure of individual organizational data. The data, however, are included in the totals.

For the category of Other Theatrical Producers and Services (mostly organizations that service theater companies and producers), 89% of the total receipts and revenues (\$1,734,169,000) are in the taxable category (see Table C at the end of this note). New York has 34% of the receipts of taxable organizations and 33% of the revenues of nonprofit organizations; California has 36% of the receipts of taxable organizations, but only 4% of the revenues of nonprofit organizations. No other state has more than 2% of the taxable receipts or 4% of the nonprofit revenues except Florida which has 7.5% of the nonprofit revenues.

In the category of Dance Groups and Artists, when compared to theater, there are more nonprofit organizations, and these organizations have greater revenues than the receipts of the taxable groups. In 1987 there were 97 taxable dance groups and almost twice that number (188) of nonprofit groups. This was a drop in the number of taxable dance groups (142) from 1982 and a rise in nonprofit groups from 159. The average receipts were \$340,010 for a taxable dance group, and the average revenues for a nonprofit group were \$730,303. In 1982 the West had been the leading region in the numbers for both taxable and nonprofit groups. In 1987, the Northeast was almost tied with the West in the number of taxable groups and had surpassed the West in the number of nonprofit groups. Figure B shows the average organizational receipts/revenues per region. This picture was very similar to the 1982 picture except that average receipts of taxable organizations in the Midwest in 1987 had surpassed those in the South and the West. In each region, nonprofit revenues are approximately twice the receipts of taxable organizations.

Average Total Receipts/Revenues for Dance Groups/Artists by Region (1987)

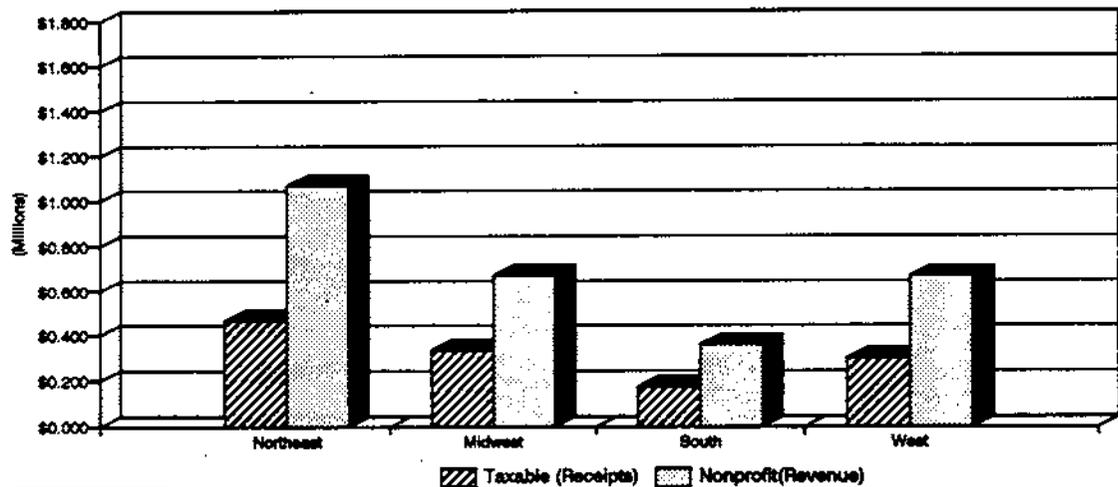


Figure B

The dominance of the Northeast region and other regional changes from 1982 to 1987 in dance groups are explained by the numbers of organizations in New York and the drop in California. Below are two tables (1987 and 1982) of the (approximately) five states with the most dance groups (taxable and nonprofit). California saw a large drop in the number of taxable groups and their receipts. This decrease shifted the distribution toward New York, although there was an actual drop in the number of taxable organizations between 1982 and 1987.

TABLE 4: States with Most Dance Groups (1987)

	Taxable Dance Groups		Receipts of Taxable Dance Groups	
	<u>#</u>	<u>%</u>	<u>\$(1,000)</u>	<u>%</u>
New York	21	22%	\$ 10,386	32%
California	15	16%	\$ 4,057	12%
North Carolina	4	4%	1,567	5%
Hawaii	4	4%	584	2%
Illinois	4	4%	(D)	(D)
Florida	4	4%	(D)	(D)
Minnesota	4	4%	(D)	(D)
Nevada	4	4%	(D)	(D)
All other states	37	38%	(D)	(D)

	Nonprofit Dance Groups		Revenues of Nonprofit Dance Groups	
	<u>#</u>	<u>%</u>	<u>\$(1,000)</u>	<u>%</u>
New York	34	18%	\$ 48,313	35%
California	25	13%	17,306	13%
Pennsylvania	10	5%	8,574	6%
Virginia	8	4%	1,345	1%
Ohio	7	4%	12,545	9%
Texas	7	4%	1,571	1%
All other states	97	51%	\$ 47,643	35%

States with Most Dance Groups (1982)

	Taxable Dance Groups		Receipts of Taxable Dance Groups	
	<u>#</u>	<u>%</u>	<u>\$(1,000)</u>	<u>%</u>
California	33	23%	\$ 9,475	35%
New York	25	18%	6,788	25%
Texas	10	7%	(D)	(D)
Illinois	6	4%	(D)	(D)
Missouri	6	4%	(D)	(D)
All other states	62	44%	(D)	(D)

	Nonprofit Dance Groups		Revenues of Nonprofit Dance Groups	
	<u>#</u>	<u>%</u>	<u>\$(1,000)</u>	<u>%</u>
New York	39	25%	\$ 32,928	37%
California	19	12%	18,424	21%
Ohio	10	6%	6,598	7%
Illinois	7	4%	(D)	(D)
Missouri	6	4%	(D)	(D)
Pennsylvania	6	4%	(D)	(D)
All Other states	72	45%	(D)	(D)

(D) means that data are withheld to avoid disclosure of individual organizational data. The data, however, are included in the totals.

New York's dominance in the nonprofit field shrank between 1982 and 1987; however, the state's 35% share of the revenues nationwide is still very strong. (Many dance companies located in New York tour extensively to other parts of the country; the dollar amounts, however, are assigned to New York; thus these figures do not reflect dance activity nationwide.) California gained a few more organizations as did other regions of the country, making the national distribution somewhat more even. However, New York and California still have almost one third of all nonprofit organizations and 48% of all nonprofit revenues. This accounts for the large average revenues in the Northeast region shown on Figure B.

Nonprofit Classical Music Organizations (symphony orchestras, operas, and chamber music organizations) had the highest average revenues of any broad category of performing arts in 1987. Figure C shows that these nonprofit organizations are consistently larger in terms of average receipts or revenues than any other taxable or nonprofit category in the performing arts. (Taxable theater groups is the only category that matches the average revenues of classical music organizations.) The average nonprofit classical music group has revenues of \$1,442,870; the average taxable classical music group has receipts of \$490,260 or about one third the size. The 1987 census counted only 54 taxable organizations, a drop from the 1982 count of 61 organizations. The number of nonprofit organizations grew from 423 in 1982 to 552 in 1987. Regional differences in the number of nonprofit classical music organizations and in their revenues are much less pronounced than for theater or dance. The distribution of the number of organizations in a region varied from 23.6% in the Midwest to 25.9% in the South. The disparity between taxable and nonprofit groups in the Northeast and

Average Total Receipts/Revenues for
Classical Music Groups by Region (1987)

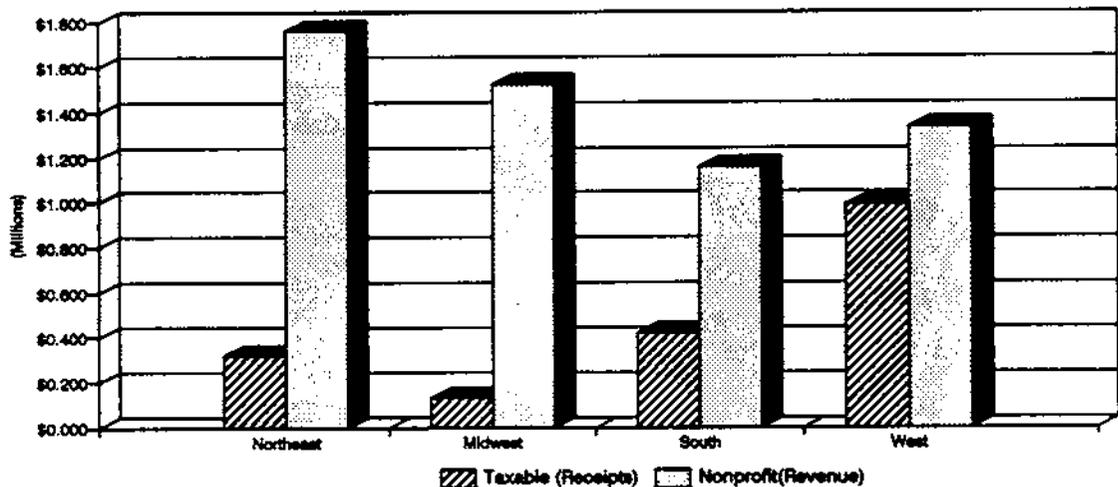


Figure C

Midwest increased over what had existed in 1982. In both these regions the nonprofit groups grew marginally while the taxable groups decreased their average receipts in constant dollars. The average revenues of nonprofit classical music organizations grew in the South and showed only modest growth in the West.

When individual states are examined, the dominant role played by California and New York still exists for taxable organizations, but is much less pronounced for nonprofit organizations. Below are two tables (1987 and 1982) of the (approximately) five states with the most classical music groups (taxable and nonprofit).

TABLE 5: States with Most Classical Music Groups (1987)

	Taxable Classical Music Groups		Receipts of Taxable Classical Music Groups	
	<u>#</u>	<u>%</u>	<u>\$(1,000)</u>	<u>%</u>
New York	18	33%	\$ 5,984	23%
California	8	15%	8,867	34%
Texas	8	15%	1,074	4%
Massachusetts	3	6%	(D)	(D)
Other states had 2 or less groups				
All other states	17	31%	(D)	(D)

	Nonprofit Classical Music Groups		Revenues of Nonprofit Classical Music Groups	
	<u>#</u>	<u>%</u>	<u>\$(1,000)</u>	<u>%</u>
California	63	11%	\$113,547	14%
New York	56	10%	153,335	19%
Pennsylvania	24	4%	41,676	5%
Texas	23	4%	44,336	6%
Michigan	22	4%	22,133	3%
All other states	364	66%	421,437	53%

States with Most Classical Music Groups (1982)

	Taxable Classical Music Groups		Receipts of Taxable Classical Music Groups	
	<u>#</u>	<u>%</u>	<u>\$(1,000)</u>	<u>%</u>
New York	14	23%	\$ 4,544	25%
California	7	12%	1,064	6%
New Jersey	5	8%	(D)	(D)
Illinois	4	7%	(D)	(D)
Maryland	4	7%	(D)	(D)
Nevada	4	7%	(D)	(D)
All other states	23	37%	(D)	(D)

TABLE 5 (continued): States with Most Classical Music Groups (1982)

	Nonprofit Classical Music Groups		Revenues of Nonprofit Classical Music Groups	
	#	%	\$(1,000)	%
California	45	11%	\$ 51,683	11%
New York	42	10%	78,891	17%
Ohio	21	5%	37,620	8%
Florida	20	5%	(D)	(D)
Pennsylvania	20	5%	26,673	6%
All other states	275	65%	(D)	(D)

(D) means that data are withheld to avoid disclosure of individual organizational data. The data, however, are included in the totals.

The revenues produced by classical music nonprofit organizations in New York and California still account for over one third of the total; however, the number of organizations was 21.5% of all classical music organizations in 1987. These proportions have risen slightly since 1982 when California and New York had 20.5% of the organizations and 27.4% of the total revenues. Even if these figures for California and New York were calculated on a per capita basis, the concentration would still be strong.

The category Other Music Groups and Artists is made up of dance or stage bands or orchestras, jazz music groups, choral music groups, and folk, rock, soul, country and western etc. music groups. This category is dominated by taxable groups (2039 taxable groups and 166 nonprofit in 1987). The percentage of organizations that are taxable is 93%, and 95% of the receipts and revenues are from taxable organizations. An average taxable group has \$493,297 in total receipts; an average nonprofit group has \$342,639 in total revenues. The West (Figure D) has the largest number of taxable organizations and an even larger percentage of the total receipts of taxable groups.

Average Total Receipts/Revenues for Other Music Groups by Region (1987)

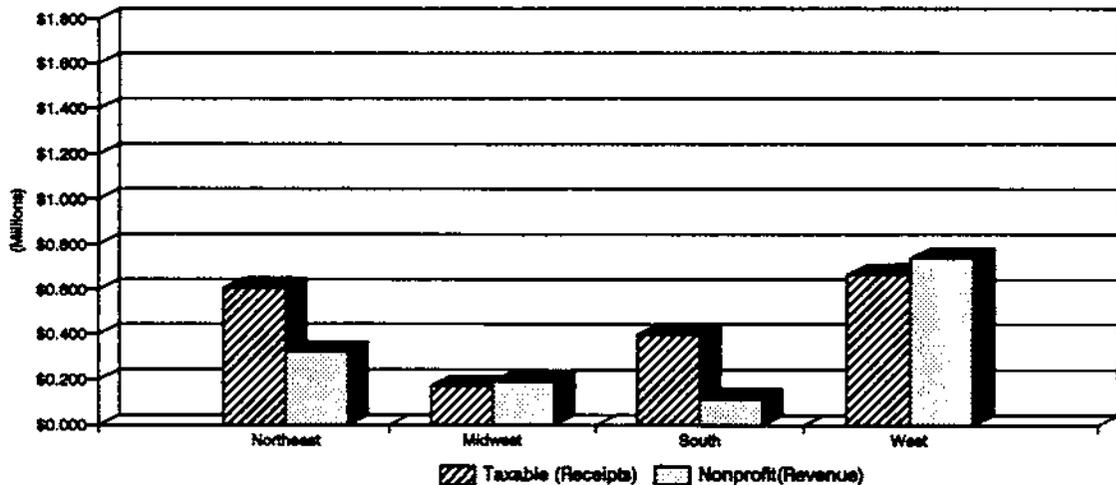


Figure D

Figure D also shows that the largest average group, whether taxable or nonprofit is in the West. California and New York, again, are the dominant states in this category; however, the country/western music industry in Tennessee contributes to that state's high percentage in taxable organizations and receipts. (The data from 1982 are not split out to be able to make a similar comparison as has been done with the above categories of performing arts organizations.)

TABLE 6: States with Most Other Music Groups (1987)

	Taxable Other Music Groups		Receipts of Taxable Other Music Groups	
	<u>#</u>	<u>%</u>	<u>\$(1,000)</u>	<u>%</u>
California	501	25%	\$386,367	38%
New York	289	14%	\$220,160	22%
Tennessee	124	6%	\$ 93,352	9%
All other states	1,125	55%	\$305,953	30%
	Nonprofit Other Music Groups		Revenues of Nonprofit Other Music Groups	
	<u>#</u>	<u>%</u>	<u>\$(1,000)</u>	<u>%</u>
New York	23	14%	(D)	(D)
California	19	11%	\$ 8,702	15%
All other states	124	75%	(D)	(D)

(D) means that data are withheld to avoid disclosure of individual organizational data. The data, however, are included in the totals.

The final category on Table C is Other Entertainers and Entertainment Groups. This category of other live entertainment (excluding sports), such as vaudeville, ice shows, and other mixed forms of entertainment is dominated (98%) by taxable groups (2092 taxable and 41 nonprofit groups); 99% of all receipts/revenues come from taxable groups. California has the largest percentage of taxable groups (55%) and almost 63% of all receipts. New York is a distant second with 17% of all taxable organizations and 11% of all receipts.

Caveats and Notes about methodology: An Economic Census is conducted by the U.S. Bureau of the Census every five years. The reference years are the second and seventh year of the decade. The National Endowment for the Arts commissioned the Census Bureau to produce special tables of previously unpublished data collected in these censuses.

The universe of organizations that receive questionnaires is obtained from two sources: (1) filers of FICA reports (payroll tax report sent to the Social Security Administration and (2) filers of IRS business income tax or informational reports (Form 990). The counts of numbers of organizations and their receipts/revenues in the tables and the analysis probably understate the actual the number of organizations and the levels of activity that occurred for two reasons. First, very small performing organizations are likely not to be included, because they have no personnel who are "employees" and

do not file Form 990's if their gross receipts are under \$25,000. Secondly, some performing organizations are operated as subsidiaries of organizations that are in a different industry (such as colleges, universities, art centers and museums). These subsidiary performing organizations would not be part of the Economic Census universe of performing arts organizations, but may be counted as part of the universe of higher education, entertainment facilities, or museums.

Because the Census Bureau releases only aggregated information, thus making it impossible to construct control groups of the same organizations from one census to the next, direct comparisons of growth should be made with caution. It is a common experience of ongoing periodic surveys that the survey process, especially the development of the universe, improves with each survey. This probably results in more organizations being included each time. So an increase may be due in part to better coverage. Also, over time, more organizations may have become FICA report or Form 990 filers. It is not possible to sort out the relative importance of the various factors for increases in numbers; therefore, characterizations of "growth" should be used cautiously.

The difference between "receipts" (used for taxable/for profit establishments) and "revenues" (used for tax-exempt/nonprofit establishments) is that revenues include contributed (or unearned) income such as grants and contributions from individuals, corporations, and governments. These monies can be accounted for by the organization over a period of years, making comparisons with data from funders difficult.

For further analysis, to compare real growth in total revenues, receipts, or expenses between the 1982 and 1987 censuses, the monetary figures of 1987 can be deflated by dividing them by 1.174 (the GNP Implicit Price Deflator, 1982 = 100).

For more details on the economic censuses and discussion about other arts organizations, see **ARTS ORGANIZATIONS AND THE 1987 CENSUS OF SERVICE INDUSTRIES**. A copy of this report is available from:

Research Division	Phone: 202-682-5432
National Endowment for the Arts	FAX: 202-682-5528
1100 Pennsylvania Avenue, NW	
Washington, DC 20506	

TABLE A: NUMBER OF U.S. PERFORMING ARTS ORGANIZATIONS AND THEIR REVENUES/RECEIPTS BY STATE: 1987

STATE	Total Taxable (For profit) Organizations				Total Nonprofit (Tax-exempt) Organizations				Total Organizations		% Nonprofit of Total per state	
	Organizations #	%	Receipts \$ (1,000)	%	Organizations #	%	Revenues \$ (1,000)	%	Orgs #	Recs/Revs \$ (1,000)	Orgs %	\$ Revs %
Alabama	33	0.5%	\$15,315	0.3%	17	0.8%	\$9,266	0.5%	50	\$24,581	34.0%	37.7%
Alaska	7	0.1%	\$3,225	0.1%	14	0.7%	\$5,100	0.3%	21	\$8,325	66.7%	61.3%
Arizona	53	0.7%	\$17,574	0.4%	24	1.2%	\$31,912	1.8%	77	\$49,486	31.2%	64.5%
Arkansas	17	0.2%	\$2,466	0.1%	12	0.6%	(D)	(D)	29	\$2,466	41.4%	(D)
California	2,439	33.7%	\$1,927,323	39.3%	253	12.4%	\$239,909	13.5%	2,692	\$2,167,232	9.4%	11.1%
Colorado	64	0.9%	\$20,144	0.4%	34	1.7%	(D)	(D)	98	\$20,144	34.7%	(D)
Connecticut	89	1.2%	\$34,051	0.7%	40	2.0%	\$26,703	1.5%	129	\$60,754	31.0%	44.0%
Delaware	12	0.2%	\$2,770	0.1%	7	0.3%	(D)	(D)	19	\$2,770	36.8%	(D)
Dist Columbia	32	0.4%	(D)	(D)	20	1.0%	\$38,044	2.1%	52	(D)	38.5%	(D)
Florida	232	3.2%	\$108,916	2.2%	77	3.8%	\$57,776	3.2%	309	\$166,692	24.9%	34.7%
Georgia	66	0.9%	\$22,095	0.5%	41	2.0%	\$27,844	1.6%	107	\$49,939	38.3%	55.8%
Hawaii	53	0.7%	\$21,468	0.4%	10	0.5%	(D)	(D)	63	\$21,468	15.9%	(D)
Idaho	3	0.0%	\$456	0.0%	7	0.3%	(D)	(D)	10	\$456	70.0%	(D)
Illinois	258	3.6%	\$143,575	2.9%	81	4.0%	\$65,425	3.7%	339	\$209,000	23.9%	31.3%
Indiana	58	0.8%	\$35,413	0.7%	42	2.1%	\$27,820	1.6%	100	\$63,233	42.0%	44.0%
Iowa	28	0.4%	\$1,962	0.0%	21	1.0%	\$6,577	0.5%	49	\$10,559	42.9%	81.2%
Kansas	28	0.4%	\$4,632	0.1%	11	0.5%	\$1,849	0.1%	39	\$6,481	28.2%	26.5%
Kentucky	32	0.4%	\$7,222	0.1%	23	1.1%	\$16,432	0.9%	55	\$23,654	41.8%	89.5%
Louisiana	45	0.6%	\$22,498	0.5%	22	1.1%	\$6,313	0.4%	67	\$28,809	32.8%	21.9%
Maine	19	0.3%	\$2,602	0.1%	19	0.9%	\$4,502	0.3%	38	\$7,104	50.0%	63.4%
Maryland	81	1.1%	\$27,259	0.6%	22	1.1%	\$35,068	2.0%	103	\$62,327	21.4%	56.3%
Massachusetts	107	1.5%	\$51,458	1.0%	70	3.4%	\$69,990	3.9%	177	\$121,448	39.5%	57.6%
Michigan	123	1.7%	\$81,808	1.7%	57	2.8%	\$41,013	2.3%	180	\$122,821	31.7%	33.4%
Minnesota	95	1.3%	\$50,762	1.0%	53	2.6%	\$47,469	2.7%	148	\$98,231	35.8%	46.3%
Mississippi	7	0.1%	(D)	(D)	9	0.4%	(D)	(D)	16	(D)	56.3%	(D)
Missouri	121	1.7%	\$51,828	1.1%	43	2.1%	\$44,052	2.5%	164	\$95,880	26.2%	45.9%
Montana	15	0.2%	\$1,396	0.0%	13	0.6%	(D)	(D)	28	\$1,396	46.4%	(D)
Nebraska	36	0.5%	\$5,849	0.1%	13	0.6%	\$6,356	0.4%	49	\$12,205	26.5%	52.1%
Nevada	112	1.5%	\$55,006	1.1%	7	0.3%	\$1,356	0.1%	119	\$56,362	5.9%	2.4%
New Hampshire	22	0.3%	\$3,403	0.1%	16	0.8%	\$3,027	0.2%	38	\$6,430	42.1%	47.1%
New Jersey	233	3.2%	\$140,946	2.9%	47	2.3%	\$29,059	1.6%	280	\$170,005	16.8%	17.1%
New Mexico	18	0.2%	\$3,088	0.1%	18	0.9%	\$11,642	0.7%	36	\$14,730	50.0%	79.0%
New York	1,473	20.4%	\$1,422,113	29.0%	265	13.0%	\$401,060	22.5%	1,738	\$1,823,173	15.2%	22.0%
North Carolina	61	0.8%	\$13,425	0.3%	48	2.4%	\$20,026	1.1%	109	\$33,453	44.0%	59.9%
North Dakota	2	0.0%	(D)	(D)	7	0.3%	(D)	(D)	9	(D)	77.8%	(D)
Ohio	114	1.6%	\$50,743	1.0%	70	3.4%	\$91,867	5.2%	184	\$142,610	36.0%	64.4%
Oklahoma	27	0.4%	\$9,635	0.2%	24	1.2%	(D)	(D)	51	\$9,635	47.1%	(D)
Oregon	50	0.7%	\$11,657	0.2%	31	1.5%	\$22,833	1.3%	81	\$34,490	38.3%	66.2%
Pennsylvania	174	2.4%	\$101,816	2.1%	92	4.5%	\$73,822	4.1%	266	\$175,638	34.6%	42.0%
Rhode Island	24	0.3%	\$9,324	0.2%	12	0.6%	\$5,917	0.3%	36	\$15,241	33.3%	38.6%
South Carolina	18	0.2%	\$3,487	0.1%	22	1.1%	\$7,043	0.4%	40	\$10,530	55.0%	66.9%
South Dakota	8	0.1%	\$1,295	0.0%	7	0.3%	(D)	(D)	15	\$1,295	46.7%	(D)
Tennessee	231	3.2%	\$149,215	3.0%	29	1.4%	\$25,399	1.4%	260	\$174,584	11.2%	14.5%
Texas	227	3.1%	\$101,826	2.1%	94	4.6%	\$81,623	4.6%	321	\$183,449	29.3%	44.5%
Utah	14	0.2%	\$8,950	0.1%	9	0.4%	\$12,150	0.7%	23	\$18,100	39.1%	63.6%
Vermont	13	0.2%	\$1,000	0.0%	12	0.6%	\$3,350	0.2%	25	\$4,358	48.0%	76.9%
Virginia	69	1.0%	\$20,710	0.4%	49	2.4%	\$30,952	1.7%	118	\$51,662	41.5%	59.9%
Washington	75	1.0%	\$46,063	0.9%	60	2.9%	\$32,700	1.8%	135	\$78,763	44.4%	41.5%
West Virginia	3	0.0%	\$466	0.0%	9	0.4%	\$2,378	0.1%	12	\$2,844	75.0%	83.6%
Wisconsin	107	1.5%	\$24,486	0.5%	53	2.6%	\$22,473	1.3%	160	\$46,959	33.1%	47.9%
Wyoming	5	0.1%	\$3,092	0.1%	2	0.1%	(D)	(D)	7	\$3,092	28.6%	(D)
Total U.S.	7233	100.0%	\$4,904,224	96.8%	2,038	100.0%	\$1,780,521	94.9%	9,271	\$6,684,745	22.0%	26.6%

(D) Data has been withheld to avoid disclosure for individual arts organizations. The data, however, is included in the column totals.

TABLE B: U.S. PERFORMING ARTS ORGANIZATIONS AND THEIR RECEIPTS/REVENUES BY REGION (1987)

← TAXABLE ESTABLISHMENTS (For Profit) →

REGION	Producers of Live Theatrical Productions				Dance Groups and Artists				Symphony Orchestras, Opera Companies, and Chamber Music Organizations				Other Music Groups and Artists			
	Organizations		Receipts		Organizations		Receipts		Organizations		Receipts		Organizations		Receipts	
	#	%	\$(1,000)	%	#	%	\$(1,000)	%	#	%	\$(1,000)	%	#	%	\$(1,000)	%
Northeast	382	46.4%	\$502,059	62.0%	31	32.0%	\$14,508	44.0%	22	40.7%	\$7,092	26.8%	494	24.2%	\$300,440	29.9%
Midwest	111	13.5%	\$75,105	9.3%	18	18.6%	\$6,062	18.4%	5	9.3%	\$645	2.4%	397	19.5%	\$67,304	6.7%
South	127	15.4%	\$104,081	12.9%	16	16.5%	\$2,785	8.4%	14	25.9%	\$5,862	22.1%	482	23.6%	\$193,197	19.2%
West	204	24.8%	\$127,997	15.8%	32	33.0%	\$9,626	29.2%	13	24.1%	\$12,875	48.6%	666	32.7%	\$444,891	44.2%
Total U.S.	824	100.0%	\$809,222	100.0%	97	100.0%	\$32,981	100.0%	54	100.0%	\$26,474	100.0%	2,039	100.0%	\$1,005,832	100.0%

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← NONPROFIT ESTABLISHMENTS (Tax-exempt) →

REGION	Producers of Live Theatrical Productions				Dance Groups and Artists				Symphony Orchestras, Opera Companies, and Chamber Music Organizations				Other Music Groups and Artists			
	Organizations		Revenues		Organizations		Revenues		Organizations		Revenues		Organizations		Revenues	
	#	%	\$(1,000)	%	#	%	\$(1,000)	%	#	%	\$(1,000)	%	#	%	\$(1,000)	%
Northeast	255	27.8%	\$185,325	35.3%	85	34.6%	\$69,611	50.7%	141	25.5%	\$248,554	31.2%	50	30.1%	\$15,934	28.0%
Midwest	210	22.9%	\$100,051	18.1%	36	19.1%	\$24,197	17.6%	130	23.6%	\$198,410	24.9%	37	22.3%	\$7,020	12.3%
South	243	26.5%	\$119,817	21.7%	47	25.0%	\$16,850	12.3%	143	25.9%	\$165,525	20.8%	39	23.5%	\$4,412	7.8%
West	208	22.7%	\$137,582	24.9%	40	21.3%	\$26,639	19.4%	138	25.0%	\$183,975	23.1%	40	24.1%	\$29,512	51.9%
Total U.S.	916	100.0%	\$552,775	100.0%	188	100.0%	\$137,297	100.0%	552	100.0%	\$796,464	100.0%	166	100.0%	\$58,878	100.0%

TABLE C: U.S. PERFORMING ARTS ORGANIZATIONS AND THEIR RECEIPTS/REVENUES BY STATE (1987)

STATE	Producers: Live Theatrical Productions Other Theatrical Producers and Services										Dance Groups and Artists				Symphony Orchestras, Opera Companies, and Chamber Music Organizations				Other Music Groups and Artists				Other Entertainers/Groups			
	Organizations		Revenues/Receipts		Organizations		Revenues/Receipts		Organizations		Revenues/Receipts		Organizations		Revenues/Receipts		Organizations		Revenues/Receipts		Organizations		Revenues/Receipts			
	#	%	\$ (1,000)	%	#	%	\$ (1,000)	%	#	%	\$ (1,000)	%	#	%	\$ (1,000)	%	#	%	\$ (1,000)	%	#	%	\$ (1,000)	%		
Alabama	T 2	0.2%	(D)	0.0%	5	0.2%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	24	1.2%	\$13,414	1.3%	3	0.1%	\$647	0.0%		
	E 8	0.8%	(D)	0.0%	2	1.1%	(D)	0.0%	1	0.5%	(D)	0.0%	4	0.7%	(D)	0.0%	2	1.2%	(D)	0.0%	-	0.0%	-	0.0%		
Alaska	T -	0.0%	-	0.0%	3	0.1%	(D)	0.0%	1	1.0%	(D)	0.0%	-	0.0%	-	0.0%	1	0.0%	(D)	0.0%	2	0.1%	(D)	0.0%		
	E 8	0.7%	\$2,565	0.6%	3	1.7%	\$1,203	0.5%	1	0.5%	(D)	0.0%	4	0.7%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%		
Arizona	T 4	0.5%	(D)	0.0%	21	1.0%	(D)	0.0%	-	0.0%	-	0.0%	2	3.7%	(D)	0.0%	15	0.7%	\$10,150	1.0%	11	0.5%	(D)	0.0%		
	E 7	0.8%	\$3,780	0.7%	4	2.3%	\$595	0.3%	1	0.5%	(D)	0.0%	8	1.4%	\$8,472	1.1%	4	2.4%	(D)	0.0%	-	0.0%	-	0.0%		
Arkansas	T 1	0.1%	(D)	0.0%	6	0.3%	\$722	0.0%	-	0.0%	-	0.0%	1	1.9%	(D)	0.0%	8	0.4%	\$776	0.1%	1	0.0%	(D)	0.0%		
	E 4	0.4%	(D)	0.0%	-	0.0%	-	0.0%	1	0.5%	(D)	0.0%	5	0.8%	\$1,744	0.2%	2	1.2%	(D)	0.0%	-	0.0%	-	0.0%		
California	T 147	17.8%	\$94,131	11.8%	818	28.9%	\$919,397	36.7%	15	15.5%	\$4,057	12.3%	6	14.8%	\$8,897	33.5%	501	24.6%	\$386,367	38.4%	1152	55.1%	\$814,504	82.8%		
	E 117	12.6%	\$91,216	18.5%	21	12.0%	\$7,989	3.5%	25	13.3%	\$17,306	12.6%	63	11.4%	\$113,547	14.3%	19	11.4%	\$9,702	15.3%	8	19.5%	\$1,288	9.2%		
Colorado	T 13	1.8%	\$7,828	0.8%	17	0.8%	\$4,785	0.3%	2	2.1%	(D)	0.0%	-	0.0%	(D)	0.0%	16	0.8%	\$3,821	0.4%	18	0.6%	(D)	0.0%		
	E 11	1.2%	(D)	0.0%	3	1.7%	(D)	0.0%	3	1.6%	(D)	0.0%	12	2.2%	\$13,718	1.7%	4	2.4%	\$1,229	2.2%	1	2.4%	(D)	0.0%		
Connecticut	T 15	1.8%	(D)	0.0%	33	1.6%	(D)	0.0%	2	2.1%	(D)	0.0%	-	0.0%	\$8,228	31.1%	22	1.1%	(D)	0.0%	17	0.8%	(D)	0.0%		
	E 12	1.3%	(D)	0.0%	3	1.7%	(D)	0.0%	4	2.1%	(D)	0.0%	18	2.9%	(D)	0.0%	3	1.8%	(D)	0.0%	2	4.8%	(D)	0.0%		
Delaware	T 2	0.2%	(D)	0.0%	3	0.1%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	5	0.2%	(D)	0.0%	2	0.1%	(D)	0.0%		
	E 3	0.3%	(D)	0.0%	1	0.6%	(D)	0.0%	-	0.0%	-	0.0%	3	0.5%	(D)	0.0%	-	0.0%	-	0.0%	2	0.0%	-	0.0%		
Dist Columbia	T 7	0.8%	(D)	0.0%	14	0.7%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%		
	E 6	0.8%	\$18,870	3.0%	6	3.4%	(D)	0.0%	-	0.0%	-	0.0%	5	0.8%	(D)	0.0%	8	0.4%	(D)	0.0%	3	0.1%	(D)	0.0%		
Florida	T 31	3.8%	\$28,776	3.6%	80	3.8%	\$38,984	2.1%	4	4.1%	(D)	0.0%	2	3.7%	(D)	0.0%	74	3.6%	\$25,319	2.5%	41	2.4%	\$18,084	1.2%		
	E 36	4.3%	\$15,042	2.7%	7	4.0%	\$18,645	7.5%	5	2.7%	\$2,737	2.0%	20	3.6%	\$21,038	2.8%	4	2.4%	(D)	0.0%	2	4.9%	(D)	0.0%		
Georgia	T 8	0.7%	\$1,312	0.2%	27	1.3%	\$13,587	0.8%	1	1.0%	(D)	0.0%	-	0.0%	-	0.0%	18	0.8%	(D)	0.0%	18	0.8%	\$4,007	0.3%		
	E 20	2.2%	(D)	0.0%	1	0.6%	(D)	0.0%	5	2.7%	(D)	0.0%	8	1.4%	\$11,824	1.5%	7	4.2%	(D)	0.0%	-	0.0%	-	0.0%		
Hawaii	T 9	1.1%	\$3,324	0.4%	9	0.4%	\$5,343	0.3%	4	4.1%	\$584	1.8%	-	0.0%	-	0.0%	23	1.1%	\$3,007	0.3%	8	0.4%	\$9,210	0.7%		
	E 5	0.5%	\$1,921	0.3%	3	1.7%	(D)	0.0%	-	0.0%	-	0.0%	2	0.4%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%		
Idaho	T -	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%		
	E 3	0.3%	\$243	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	2	0.4%	(D)	0.0%	2	0.1%	(D)	0.0%	1	0.0%	(D)	0.0%		
Illinois	T 25	3.0%	\$17,988	2.2%	82	3.9%	\$56,532	3.4%	4	4.1%	(D)	0.0%	4	0.7%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%		
	E 40	4.4%	\$13,040	2.4%	9	5.1%	\$4,377	2.0%	8	2.7%	(D)	0.0%	18	3.3%	(D)	0.0%	85	4.2%	\$19,317	1.9%	80	2.9%	\$48,414	3.6%		
Indiana	T 4	0.5%	(D)	0.0%	12	0.6%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	7	4.2%	\$882	1.2%	2	4.9%	(D)	0.0%		
	E 16	1.7%	(D)	0.0%	3	1.7%	(D)	0.0%	5	2.7%	\$1,579	1.2%	13	2.4%	\$14,988	1.9%	34	1.7%	\$3,178	0.3%	8	0.4%	\$20,557	1.6%		
Iowa	T 1	0.1%	(D)	0.0%	5	0.2%	(D)	0.0%	1	1.0%	(D)	0.0%	1	1.9%	(D)	0.0%	17	0.8%	\$433	0.0%	3	0.1%	(D)	0.0%		
	E 7	0.8%	(D)	0.0%	2	1.1%	(D)	0.0%	2	1.1%	(D)	0.0%	7	1.3%	(D)	0.0%	3	1.6%	\$47	0.1%	-	0.0%	-	0.0%		
Kansas	T 2	0.2%	(D)	0.0%	9	0.4%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	15	0.7%	(D)	0.0%	2	0.1%	(D)	0.0%		
	E 8	1.0%	(D)	0.0%	8	0.4%	(D)	0.0%	1	0.5%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%		
Kentucky	T 3	0.4%	(D)	0.0%	9	0.4%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%		
	E 11	1.2%	(D)	0.0%	2	1.1%	(D)	0.0%	4	2.1%	(D)	0.0%	1	0.2%	(D)	0.0%	16	0.8%	\$2,079	0.2%	4	0.2%	(D)	0.0%		
Louisiana	T 4	0.5%	(D)	0.0%	10	0.5%	(D)	0.0%	-	0.0%	-	0.0%	6	1.1%	(D)	0.0%	-	0.0%	(D)	0.0%	-	0.0%	-	0.0%		
	E 7	0.8%	(D)	0.0%	1	0.8%	(D)	0.0%	2	1.1%	(D)	0.0%	1	1.8%	(D)	0.0%	28	1.3%	\$4,258	0.4%	4	0.2%	(D)	0.0%		
Maine	T 4	0.5%	\$974	0.1%	5	0.2%	\$480	0.0%	1	1.0%	(D)	0.0%	6	1.1%	\$2,334	0.3%	4	2.4%	\$445	0.8%	2	4.9%	(D)	0.0%		
	E 10	1.1%	\$2,128	0.4%	4	2.3%	(D)	0.0%	1	0.5%	(D)	0.0%	4	0.7%	(D)	0.0%	8	0.3%	\$346	0.0%	2	0.1%	(D)	0.0%		
Maryland	T 8	1.0%	(D)	0.0%	30	1.4%	(D)	0.0%	1	1.0%	(D)	0.0%	1	1.9%	(D)	0.0%	29	1.4%	(D)	0.0%	12	0.6%	\$5,595	0.7%		
	E 7	0.8%	\$5,537	1.0%	3	1.7%	(D)	0.0%	3	1.6%	(D)	0.0%	8	1.4%	(D)	0.0%	1	0.6%	(D)	0.0%	-	0.0%	-	0.0%		
Massachusetts	T 20	2.4%	(D)	0.0%	41	1.9%	(D)	0.0%	2	2.1%	(D)	0.0%	3	5.8%	(D)	0.0%	28	1.3%	\$5,368	0.5%	15	0.7%	(D)	0.0%		
	E 31	3.4%	\$18,482	3.5%	8	3.4%	\$4,820	2.2%	5	2.7%	(D)	0.0%	16	3.3%	\$33,488	4.2%	9	5.4%	(D)	0.0%	1	2.4%	(D)	0.0%		
Michigan	T 18	1.9%	\$5,281	0.7%	42	2.0%	\$40,087	2.8%	2	2.1%	(D)	0.0%	-	0.0%	-	0.0%	35	1.7%	(D)	0.0%	28	1.3%	\$15,875	1.2%		
	E 24	2.8%	\$7,827	1.4%	5	2.8%	\$5,760	2.8%	1	0.5%	(D)	0.0%	22	4.0%	\$22,133	2.8%	4	2.4%	(D)	0.0%	1	2.4%	(D)	0.0%		
Minnesota	T 19	2.3%	\$24,007	3.0%	34	1.6%	\$17,827	1.0%	4	4.1%	(D)	0.0%	-	0.0%	-	0.0%	27	1.3%	\$3,970	0.4%	11	0.5%	(D)	0.0%		
	E 28	3.1%	(D)	0.0%	4	2.3%	(D)	0.0%	3	1.6%	(D)	0.0%	12	2.2%	\$23,587	3.0%	5	3.0%	\$307	0.5%	1	2.4%	(D)	0.0%		
Mississippi	T -	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	4	0.2%	(D)	0.0%	3	0.1%	(D)	0.0%		
	E 4	0.4%	(D)	0.0%	-	0.0%	-	0.0%	1	0.5%	(D)	0.0%	3	0.5%	(D)	0.0%	1	0.5%	(D)	0.0%	-	0.0%	-	0.0%		
Missouri	T 13	1.6%	\$8,093	1.0%	28	1.3%	\$12,790	0.7%	1	1.0%	(D)	0.0%	1	1.9%	(D)	0.0%	60	2.9%	(D)	0.0%	18	0.9%	\$18,842	1.4%		
	E 20	2.2%	(D)	0.0%	2	1.1%	(D)	0.0%	7	3.7%	\$3,525	2.6%	10	1.8%	\$20,571	2.6%	1	0.6%	(D)	0.0%	3	7.3%	(D)	0.0%		
Montana	T 5	0.6%	\$820	0.1%	4	0.2%	\$178	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	3	0.1%	(D)	0.0%	3	0.1%	(D)	0.0%		
	E 7	0.8%	\$929	0.2%	-	0.0%	-	0.0%	1	0.5%	(D)	0.0%	4	0.7%	\$482	0.1%	1	0.6%	(D)	0.0%	-	0.0%	-	0.0%		

T = Taxable; E = Tax-exempt (Nonprofit) Establishments

TABLE C: U.S. PERFORMING ARTS ORGANIZATIONS AND THEIR RECEIPTS/REVENUES BY STATE (1987)

T = Tennessee; E = Tennessee (Nonprofit) Establishments

STATE	Producers: Live Theatrical Productions			Other Theatrical Producers and Services			Dance Groups and Artists			Symphony Orchestras, Opera Companies, and Chamber Music Organizations			Other Music Groups and Artists			Other Entertainment Groups								
	Organizations	Revenue/Receipts	%	Organizations	Revenue/Receipts	%	Organizations	Revenue/Receipts	%	Organizations	Revenue/Receipts	%	Organizations	Revenue/Receipts	%	Organizations	Revenue/Receipts	%						
#	\$ (1,000)	%	#	\$ (1,000)	%	#	\$ (1,000)	%	#	\$ (1,000)	%	#	\$ (1,000)	%	#	\$ (1,000)	%							
Nevada	4	0.0%	(D)	0.0%	11	0.0%	(D)	0.0%	2	2.1%	(D)	0.0%	1	1.9%	(D)	0.0%	14	0.7%	\$1,392	0.1%	4	0.2%	(D)	0.0%
Nevada	8	0.0%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	5	0.9%	(D)	0.0%	-	0.0%	(D)	0.0%	-	0.0%	-	0.0%
Nevada	13	1.6%	\$12,652	1.6%	20	0.0%	\$8,326	0.5%	4	4.1%	(D)	0.0%	1	1.8%	(D)	0.0%	50	2.5%	\$24,826	2.5%	24	0.0%	\$8,081	0.8%
New Hampshire	8	0.7%	(D)	0.1%	8	0.4%	\$1,046	0.1%	-	0.0%	-	0.0%	5	0.9%	(D)	0.0%	8	0.3%	(D)	0.0%	2	0.1%	(D)	0.0%
New Jersey	10	1.1%	(D)	0.0%	8	0.8%	(D)	0.0%	2	1.1%	(D)	0.0%	3	0.5%	(D)	0.0%	71	3.5%	\$54,023	5.4%	53	2.5%	(D)	0.0%
New Jersey	24	2.9%	\$16,281	2.0%	83	3.9%	\$26,647	2.2%	2	2.1%	(D)	0.0%	14	2.8%	\$8,886	0.8%	2	1.2%	(D)	0.0%	-	0.0%	-	0.0%
New Mexico	10	2.1%	\$17,446	3.2%	7	4.0%	\$2,672	1.2%	5	2.7%	(D)	0.0%	1	1.8%	(D)	0.0%	6	0.3%	\$812	0.1%	3	0.1%	(D)	0.0%
New Mexico	2	0.2%	(D)	0.0%	8	0.5%	(D)	0.0%	-	0.0%	-	0.0%	0	0.0%	-	0.0%	2	1.2%	(D)	0.0%	-	0.0%	-	0.0%
New Mexico	6	0.7%	(D)	0.0%	2	1.1%	(D)	0.0%	2	1.1%	(D)	0.0%	6	1.1%	\$8,114	1.1%	-	-	-	-	-	-	-	-
New York	267	32.4%	\$451,967	56.6%	513	24.1%	\$599,987	34.0%	21	21.6%	\$10,380	31.5%	18	33.3%	\$5,884	22.6%	269	14.2%	\$220,180	21.0%	365	17.4%	\$143,880	11.1%
New York	124	13.5%	\$117,814	21.5%	28	14.9%	\$73,082	32.7%	34	18.1%	\$4,313	35.2%	66	10.1%	\$153,338	19.3%	23	13.8%	(D)	0.0%	2	4.9%	(D)	0.0%
North Carolina	7	0.8%	\$843	0.1%	17	0.8%	\$4,387	0.2%	4	4.1%	\$1,687	4.9%	-	0.0%	-	0.0%	24	1.2%	\$5,478	0.5%	8	0.4%	\$1,240	0.1%
North Carolina	24	2.8%	\$8,685	1.2%	3	1.7%	\$230	0.1%	4	2.1%	(D)	0.0%	13	2.4%	\$11,680	1.8%	1	0.0%	(D)	0.0%	-	0.0%	-	0.0%
North Dakota	1	0.1%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	4	2.4%	(D)	0.0%	-	0.0%	-	0.0%
Ohio	5	0.5%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	1	0.0%	(D)	0.0%	-	0.0%	-	0.0%
Ohio	14	1.7%	\$15,143	1.8%	33	1.6%	\$13,739	0.8%	1	1.0%	(D)	0.0%	-	0.0%	-	0.0%	50	2.5%	\$13,428	1.2%	2	4.9%	(D)	0.0%
Ohio	30	3.5%	\$15,218	3.3%	7	4.0%	\$7,200	3.2%	7	3.7%	\$12,848	8.1%	18	3.4%	\$53,012	8.7%	8	3.8%	(D)	0.0%	1	2.4%	(D)	0.0%
Oklahoma	4	0.5%	\$475	0.1%	8	0.4%	\$2,082	0.1%	1	1.0%	(D)	0.0%	-	0.0%	-	0.0%	5	0.4%	(D)	0.0%	5	0.2%	(D)	0.0%
Oklahoma	12	1.3%	(D)	0.0%	-	0.0%	-	0.0%	1	0.5%	(D)	0.0%	6	1.1%	(D)	0.0%	8	3.9%	\$143	0.3%	-	0.0%	-	0.0%
Oregon	2	0.2%	(D)	0.0%	18	0.8%	(D)	0.0%	1	1.0%	(D)	0.0%	-	0.0%	-	0.0%	21	1.0%	(D)	0.0%	10	0.5%	\$3,801	0.3%
Oregon	14	1.5%	(D)	0.0%	1	0.7%	(D)	0.0%	3	1.9%	(D)	0.0%	8	1.4%	\$10,113	1.3%	4	2.4%	(D)	0.0%	1	2.4%	(D)	0.0%
Pennsylvania	36	4.5%	\$12,021	1.5%	30	1.7%	\$35,708	2.1%	3	3.1%	(D)	0.0%	-	0.0%	-	0.0%	82	3.0%	(D)	0.0%	35	1.7%	\$26,318	3.0%
Pennsylvania	39	4.5%	\$16,465	3.3%	8	3.6%	\$1,831	0.6%	10	5.3%	\$8,574	8.2%	24	4.3%	\$41,676	5.2%	11	6.5%	(D)	0.0%	2	4.9%	(D)	0.0%
Rhode Island	3	0.4%	(D)	0.0%	8	0.4%	(D)	0.0%	-	0.0%	-	0.0%	3	0.5%	(D)	0.0%	10	0.5%	(D)	0.0%	3	0.1%	(D)	0.0%
Rhode Island	4	0.4%	(D)	0.0%	1	0.6%	(D)	0.0%	2	1.1%	(D)	0.0%	3	0.5%	(D)	0.0%	2	1.2%	(D)	0.0%	-	0.0%	-	0.0%
South Carolina	4	0.5%	\$277	0.0%	5	0.2%	\$880	0.1%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	7	0.3%	\$317	0.1%	2	0.1%	\$1,803	0.1%
South Carolina	11	1.2%	(D)	0.0%	1	0.6%	(D)	0.0%	3	1.6%	(D)	0.0%	5	0.9%	\$1,772	0.2%	1	0.5%	(D)	0.0%	1	2.4%	(D)	0.0%
South Dakota	3	0.3%	(D)	0.0%	2	0.1%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	2	0.1%	(D)	0.0%	1	0.5%	(D)	0.0%
Tennessee	14	1.7%	\$5,525	0.7%	59	2.8%	\$29,787	1.7%	1	1.0%	(D)	0.0%	-	0.0%	-	0.0%	124	6.1%	\$83,352	8.3%	33	1.6%	(D)	0.0%
Tennessee	14	1.8%	\$5,485	1.0%	3	1.7%	\$9,740	4.4%	1	0.5%	(D)	0.0%	8	1.6%	\$8,988	1.3%	2	1.2%	(D)	0.0%	10	0.5%	(D)	0.0%
Tennessee	27	3.3%	\$19,485	2.4%	71	3.3%	\$39,010	2.2%	3	3.1%	\$293	0.6%	8	14.8%	\$1,074	4.1%	83	4.1%	\$24,988	2.5%	35	1.7%	\$18,985	1.3%
Texas	47	5.1%	\$29,443	5.1%	10	6.7%	\$8,800	2.5%	7	3.7%	\$1,571	1.1%	23	4.2%	\$44,336	5.6%	4	2.4%	(D)	0.0%	3	7.3%	(D)	0.0%
Utah	2	0.2%	(D)	0.0%	3	0.1%	(D)	0.0%	2	2.1%	(D)	0.0%	3	0.5%	(D)	0.0%	2	0.1%	(D)	0.0%	5	0.2%	(D)	0.0%
Utah	2	0.2%	(D)	0.0%	2	1.1%	(D)	0.0%	2	1.1%	(D)	0.0%	3	0.5%	(D)	0.0%	2	0.0%	(D)	0.0%	-	0.0%	-	0.0%
Vermont	5	0.6%	\$553	0.1%	4	0.2%	\$158	0.0%	-	0.0%	-	0.0%	3	0.5%	(D)	0.0%	2	0.1%	(D)	0.0%	2	0.0%	(D)	0.0%
Vermont	8	0.7%	\$1,753	0.3%	28	1.3%	\$11,571	0.7%	1	1.0%	(D)	0.0%	3	0.5%	\$1,532	0.2%	24	1.2%	\$3,612	0.4%	1	2.4%	(D)	0.0%
Virginia	7	0.8%	\$2,205	0.3%	28	1.3%	\$11,571	0.7%	1	1.0%	(D)	0.0%	1	1.9%	(D)	0.0%	2	1.2%	(D)	0.0%	8	0.4%	(D)	0.0%
Virginia	18	2.1%	\$5,828	1.1%	2	1.1%	\$10,380	4.5%	8	4.5%	\$1,345	1.0%	17	3.1%	\$11,880	1.5%	2	1.2%	(D)	0.0%	1	2.4%	(D)	0.0%
Washington	4	0.5%	(D)	0.0%	28	1.3%	(D)	0.0%	3	3.1%	(D)	0.0%	1	1.9%	(D)	0.0%	28	1.5%	(D)	0.0%	13	0.6%	\$16,292	1.3%
Washington	28	3.1%	\$15,274	2.9%	6	3.4%	\$574	0.3%	1	0.5%	(D)	0.0%	18	3.5%	\$15,511	1.9%	6	3.6%	(D)	0.0%	1	2.4%	(D)	0.0%
West Virginia	5	0.5%	(D)	0.0%	1	0.0%	(D)	0.0%	-	0.0%	-	0.0%	2	0.4%	(D)	0.0%	2	0.1%	(D)	0.0%	-	0.0%	-	0.0%
Wisconsin	9	1.1%	\$1,403	0.2%	22	1.0%	\$6,643	0.3%	1	0.5%	(D)	0.0%	2	0.4%	(D)	0.0%	57	2.8%	\$3,143	0.3%	18	0.8%	\$11,007	0.8%
Wisconsin	20	2.2%	(D)	0.0%	2	1.1%	(D)	0.0%	5	2.7%	(D)	0.0%	20	3.6%	\$11,432	1.4%	8	3.6%	(D)	0.0%	-	0.0%	-	0.0%
Wyoming	3	0.4%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	1	0.2%	(D)	0.0%	-	0.0%	-	0.0%	2	0.1%	(D)	0.0%
Wyoming	1	0.1%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	1	0.2%	(D)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Total U.S.	824	100.0%	\$809,222	100.0%	2,128	100.0%	\$1,724,169	100.0%	97	100.0%	\$32,951	100.0%	54	100.0%	\$28,474	100.0%	2,038	100.0%	\$1,025,832	100.0%	2,082	100.0%	\$1,298,548	100.0%
	E 918	100.0%	\$552,775	100.0%	175	100.0%	\$223,272	100.0%	166	100.0%	\$137,297	100.0%	52	100.0%	\$78,494	100.0%	189	100.0%	\$59,878	100.0%	41	100.0%	\$13,535	100.0%

** means zero. (D) means that data are withheld to avoid disclosure of individual organizational data. The data, however, are included in the totals.